



M.A. YOUNG
Regional Sales Manager

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January 24, 1995

TO: G. N. Kuruc, Jr.
J. T. Jones
A. V. Addessi
F. E. Cook
S. C. Grossberg
F. L. Maney
G. P. Mitchell

RE: Competitive Information

Gentlemen:

Attached are several letters on competitive information scheduled for 1995.

Sincerely,

A handwritten signature in black ink that appears to read "Mark".

M. A. Young

MAY/ams

cc: L. M. O'Connor
R. J. O'Rourke

K-3

51853 5893

"We work for smokers."

January 13, 1995

R.M.'S
Drew /
AC 1/13/95
J

TO: J. C. Schraer
J. V. Maguire
J. R. Helm
L. J. Beasley
S. R. Strawsburg
S. G. Hanes
P. J. Cundari
J. W. Best
D. L. Wilmesher

FROM: E. M. McAtee

SUBJECT: ATC ACQUISITION

As was reported by the media, B&W terminated for the most part the entire ATC sales force this week. There was however, 29 full time people retained. It is noteworthy that 13 of these were managers who are responsible for the AVA business. The remainder were specialty type managers (i.e., Military, Institution Sales, etc.)

It should also be noted that approximately 100 full time ATC sales representatives were offered part time positions with B&W.



E. M. McAtee
Business Information and Analysis

EMM/IW

cc: P. S. Cohen
E. J. Fackelman
J. R. Moore
D. H. Murphy
W. P. Whitlatch
BIAC
FI

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